

#### Fresh Grapes:

#### **Total TEU/FEU:**

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during June 2000. The denominator represents the total number of FEU shipped, by all carriers, throughout the 2000 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, June 2000.

#### Market Share-June:

Each carrier's current market share is based on the number of containers shipped during June 2000. Source: PIERS, June 2000.

#### Market Share-CY 2000:

Each carrier's market share is based on the total number of containers shipped throughout the 2000 calendar year. Source: PIERS, 2000.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

#### Ocean Rates:

Ocean rates are applicable for September 15, 2000. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

#### **Container Rate:**

Container rates for Fresh Grapes are quoted on full, 40-foot refrigerated containers unless otherwise noted.

#### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: September 15, 2000 Page 1 of 9

L.A./L.B./Oakland Ports To Bangkok, Thailand

Fresh Grapes

Monthly Market Share For: June 2000

Month\Year: 2.0 \ 15.2

Month Year: 2.0 \ 15.2	Surcharges:											
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARI	B Cotton R.	Size	ContainerRate
Hanjin	100%	13%	22 Days	\$4,100¹	\$220 <sup>1</sup>							\$4,320
Maersk-SeaLand	0%	53%	22 Days	\$3,600 <sup>1</sup>								\$3,600
OOCL	0%	14%	19 Days	\$3,6001								\$3,600
P&O Nedlloyd	0%	7%	13 Days	\$3,030 <sup>1</sup>								\$3,030
Hyundai	0%	7%	27 Days	\$3,5001								\$3,500

<sup>1</sup> Rate is per container Rate \$4,320

L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Grapes

Monthly Market Share For: June 2000

Month\Year: 2.0 \ 272.6

Month\Year: 2.0\2/2.6					Surcharges:								
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	50%	19%	17 Days	\$3,200 <sup>1</sup>									\$3,200
Hapag-Lloyd	50%	0%	23 Days	\$3.52				\$34				1320 pkgs	\$5,438
Mitsui OSK	0%	58%	12 Days	\$3,2001									\$3,200
Maersk-SeaLand	0%	22%	15 Days	\$3,200 <sup>1</sup>									\$3,200

<sup>1</sup> Rate is per container Rate \$4,319

L.A./L.B./Oakland Ports To Hong Kong

Fresh Grapes

Monthly Market Share For: June 2000

Month\Year: 108.5 \ 1,423.9

Month\Year: 108.5\1	,423.9						_						
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk-SeaLand	41%	37%	14 Days	\$3,200 <sup>1</sup>									\$3,200
NYK Line	18%	2%	15 Days	\$3,300 <sup>1</sup>									\$3,300
Hyundai	14%	5%	14 Days	\$3,100 <sup>1</sup>									\$3,100
OOCL	9%	24%	15 Days	\$3,200 <sup>1</sup>									\$3,200
APL	5%	0%	14 Days	\$3,200 <sup>1</sup>									\$3,200
Hanjin	4%	4%	22 Days	\$3,195 <sup>1</sup>	\$220 <sup>1</sup>								\$3,415
COSCO	4%	4%											
Hapag-Lloyd	3%	0%	27 Days	\$1.22								1680 pkgs	\$2,050
P&O Nedlloyd	2%	0%	15 Days	\$3,200 <sup>1</sup>									\$3,200
Mitsui OSK	1%	23%	14 Days	\$3,200 <sup>1</sup>									\$3,200

<sup>1</sup> Rate is per container Rate \$3,177

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Fresh Grapes

Monthly Market Share For: June 2000

Month\Year: 6.8 \ 16.8

Month\Year: 6.8 \ 16.8	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARE	Cotton R.	Size	ContainerRate	
OOCL	59%	24%	30 Days	\$3,600 <sup>1</sup>								\$3,600	
Maersk-SeaLand	15%	48%	24 Days	\$2,900 <sup>1</sup>	\$220 <sup>1</sup>							\$3,120	
Hyundai	15%	6%	25 Days	\$3,500 <sup>1</sup>								\$3,500	
APL	11%	5%	25 Days	\$3,600 <sup>1</sup>								\$3,600	
Mitsui OSK	0%	18%	25 Days	\$3,600 <sup>1</sup>								\$3,600	

<sup>1</sup> Rate is per container Rate \$3,513

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Fresh Grapes

Monthly Market Share For: June 2000

Month\Year: 1.0 \ 87.4

Month\Year: $1.0 \ 87.4$													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	100%	13%	16 Days	\$3,2001									\$3,200
Maersk-SeaLand	0%	25%	13 Days	\$3,200 <sup>1</sup>									\$3,200
Mitsui OSK	0%	20%	12 Days	\$3,2001									\$3,200
APL	0%	19%	12 Days	\$3,200 <sup>1</sup>									\$3,200
Hyundai	0%	10%	13 Days	\$3,100 <sup>1</sup>									\$3,100
Hanjin	0%	5%	12 Days	\$3,4861	\$220 <sup>1</sup>		6%						\$3,915

<sup>1</sup> Rate is per container Rate \$3,200

L.A./L.B./Oakland Ports To Manila, Philippines

Fresh Grapes

Monthly Market Share For: June 2000

Month\Year: 26.0 \ 126.4

Month\Year: 26.0\12	6.4				Surcharges:									
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARE	Cotton R.	Size	ContainerRate		
OOCL	38%	34%	17 Days	\$3,600 <sup>1</sup>								\$3,600		
APL	23%	5%	15 Days	\$3,600 <sup>1</sup>								\$3,600		
Maersk-SeaLand	19%	56%	18 Days	\$3,600 <sup>1</sup>								\$3,600		
Hyundai	12%	2%	15 Days	\$3,500 <sup>1</sup>								\$3,500		
Mitsui OSK	8%	3%	15 Days	\$3,600 <sup>1</sup>								\$3,600		

<sup>1</sup> Rate is per container Rate \$3,588

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Fresh Grapes

Monthly Market Share For: June 2000

Month\Year: 24.0 \ 93.2

Month\Year: 24.0 \ 93.2					Surcharges:								
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	46%	39%	27 Days	\$3,600 <sup>1</sup>									\$3,600
Maersk-SeaLand	42%	56%	20 Days	\$3,600 <sup>1</sup>									\$3,600
APL	8%	2%	28 Days										
NYK Line	4%	2%	20 Days	\$3,700 <sup>1</sup>									\$3,700

<sup>1</sup> Rate is per container Rate \$3,605

L.A./L.B./Oakland Ports To Singapore

Fresh Grapes

Monthly Market Share For: June 2000

Month\Year: 21.3 \ 60.5

Month\Year: 21.3 \ 60.5					Surcharges:										
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARA	B Cotton R.	Size	ContainerRate			
NYK Line	33%	43%	6 Days	\$3,600 <sup>1</sup>								\$3,600			
APL	19%	7%	21 Days	\$3,600 <sup>1</sup>								\$3,600			
OOCL	14%	12%	21 Days	\$3,600 <sup>1</sup>								\$3,600			
Maersk-SeaLand	11%	19%	19 Days	\$3,600 <sup>1</sup>								\$3,600			
Mitsui OSK	9%	10%	21 Days	\$3,600 <sup>1</sup>								\$3,600			
Hapag-Lloyd	9%	3%	21 Days	\$3.52			10%	\$34				\$3,652			
Hanjin	5%	3%	18 Days	\$3,725 <sup>1</sup>	\$220 <sup>1</sup>		10%					\$4,243			
P&O Nedlloyd	0%	3%													

<sup>1</sup> Rate is per container Rate \$3,638